

## Message Text

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PAGE 01     TEHRAN 12584 201336Z  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 066908 /53

R 201207Z DEC 76  
FM AMEMBASSY TEHRAN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 0532

UNCLAS TEHRAN 12584

USDOC FOR K. WRIGHT, OIM/MRD

E.O.11652: N/A  
TAGS: BBSR, BFOL, IR  
SUBJ: BLOBAL MARKET RESEARCH: COMPUTERS AND PERIPHERALS  
EQUIPMENT - IRAN

REF: USDOC 21346

1. QUOTED BELOW IS MATERIAL POUCHED NOVEMBER 9.

2. QUOTE. TABLE NO. 2, PAGE 5 TOTALS SHOULD READ AS FOLLOWS:  
1973-5141, 1974-4118, 1975-SAME FIGURE, 1976-17020. CHANGE  
1975 CATEGORY SMALL, MEDIUM AND LARGE COMPUTERS TO READ:  
6220 NOT 6740.

3. QUOTE. TABLE NO. 3, PAGE 19 OTHER SHOULD READ: 4 NOT 24.

4. QUOTE. TABLE NO. 6, PAGE 27 TOTAL VALUE SHOULD READ:  
46,195 NOT 46,395.

5. QUOTE. TABLE NO. 7, PAGE 29A, 1980 EXPENDITURES TOTAL  
SHOULD READ: 11,860 NOT 11,770.

6. QUOTE. TABLE NO. 8, PAGE 29B, MINI-COMPUTER VALUE SHOULD  
READ 585 NOT 495.  
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7. QUOTE. TABLE NO. 8, PAGE 29B, MEDIUM-COMPUTER TOTAL  
CORRECT, CHANGE GOVERNMENT FROM 11 TO 10 UNITS. CHANGE  
GOV. 2810, UTILITIES 2500.

8. QUOTE. TABLE NO. 8, PAGE 29B, MEDIUM-COMPUTER TOTALS

SHOUD READ 10,360 NOT 8900.

9. QUOTE. TABLE NO. 1, PAGE 29B, LARGE-COMPUTERS VALUE  
SHOULD READ 22,100 NOT 23,750.

10,A. QUOTE. TABLE NO. 7, PAGE 29A, FIGURES ARE CORRECT.

11,B. QUOTE. TABLE NO. 5, IMPORTS WILL NOT EQUAL MARKETSIZE  
SINCE MARKETSIZE IS BASED ON INSTALLATIONS AND ARE NOT  
INSTALLED AT TIME OF IMPORT, BUT HELD BY REPRESENTATIVES.  
TABLE NO. 5 WAS DERIVED FROM DOCUMENTED INSTALLATIONS,  
NOT IMPORT.

12,C. QUOTE. CORRECT SEE NO. 5.

13,D. QUOTE. CORRECT SEE NO. 7.

14. QUOTE. THE REASON FOR THE 1976 JUMP FROM 1975 IS AS  
FOLLOWS: THE LARGEST COMPUTER PURCHASER (GOVERNMENT) SAW  
BUDGETS JUMP 3 TIMES 1974 VALUES IN 1975. DURING THIS TIME  
ORDERS WERE CIRCULATED FROM THE SHAH TO COMPUTERIZE  
OPERATIONS. 1976 FIGURES REFLECT INSTALLATION OF THESE  
UNITS, NOT ORDERING TIMES. THE GOVERNMENT' LARGE INCREASE  
IS NOT EXPECTED TO REMAIN AT THIS LEVEL. IN FACT, AFTER  
THE COMPUTER DATA BASE IS COMPLETED IN 1980, THE PURCHASE OF  
COMPUTERS BY THE GOVERNMENT WILL DROP SHARPLY OVER THE 1981-  
1985 PERIOD AS TERMINALS NOT COMPUTERS WILL BE USED.

WE AGREE THE JUMP IS WITHOUT PRECEDENT, BUT GIVEN THE  
COST OF SYSTEMS, PLUS EACH AGENCY'S INSTALLATION RATES,  
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THE INCREASE IS CORRECT. END QUOTE.  
HELMS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
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**Current Classification:** UNCLASSIFIED  
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**Disposition Case Number:** n/a  
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